

STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION

In re:

Mandatory Pre-Bid Meeting for
Contract No. T200809003.01
SR1/I-95 Interchange
New Castle County

Delaware Technical and Community College
400 Stanton-Christiana Road
Newark, Delaware 19713

January 14, 2011
10:50 a.m.

BEFORE:

SCOTT S. GOTTFRIED
Competitively Bid Contract Coordinator

-- TRANSCRIPT OF PROCEEDINGS --

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1 MR. GOTTFRIED: Welcome. Thank you
2 for coming. My name is Scott Gottfried. I'm the
3 competitive bid contract coordinator for DelDOT.

4 This is a mandatory pre-bid meeting
5 for contract number T200809003.01 SR1/I-95
6 Interchange. This is a special bidding
7 procedures contract, which I will discuss more in
8 depth later in the meeting.

9 Today's meeting will start with me
10 talking about the administrative handling of the
11 contract. Then, I will turn the program over to
12 the engineering and consultant staff to go over
13 and discuss specifics of the work.

14 As you see, we have a court
15 stenographer here to make a transcript of this
16 meeting. When the first addendum is released and
17 put on the website for you all to view, there
18 will be a copy of this transcript along with a
19 copy of the attendees' list for this meeting.

20 Please, if you have a question, ask.
21 I would ask that you ask your question by stating
22 your name and the company you represent. And,
23 please, only one person speak at a time.

24 Procedures before bidding. All



1 questions and concerns must come to me. You are
2 not to contact any of the engineering staff or
3 consultants on this job. From this point on that
4 is improper. Please make sure you contact me.
5 If you contact the consultant or an engineering
6 staff member, they will direct you to me. As far
7 as I'm concerned, whatever you said to them never
8 happened.

9 All questions for this project must
10 come to me. This process is very simple. It is
11 different from the people that normally bid with
12 us. You must submit your questions by e-mail to
13 this e-mail address: Dot-ask@state.de.us.

14 That is also in your proposal book or
15 on the proposal disc that states where you need
16 to send all questions to. Please make sure you
17 do so. We have a special website set up for that
18 and we are monitoring the questions as they come
19 in. Somebody is watching that, considering how
20 many questions can come from this project. Do
21 not send to me, don't send via fax. Please send
22 them to the e-mail address.

23 This will allow you to ask your
24 questions in your own words. I will direct those



1 questions to the appropriate sections or staff
2 members. And, as I said before, do not call the
3 engineers or consultants. If there is a true
4 need to speak with the engineers or consultants,
5 I will make those arrangements. This is the most
6 efficient way for this to be handled.

7 If a question results in information
8 that all bidders need to be aware of, that
9 information will be distributed via addendum.
10 After this meeting there will be at least one
11 addendum issued. It will be put on our website.
12 The addendum will consist of the minutes of this
13 meeting, whatever plan or spec changes come as a
14 result of this meeting, and a list of attendees.
15 Please make sure you sign the list certifying
16 attendance. Since this is a mandatory pre-bid
17 meeting, if your firm is not signed in you cannot
18 bid.

19 I strongly encourage you to look over
20 the plans and specifications as soon as possible.
21 Bids will be taken on March 3rd, 2011. Have all
22 your questions in to me as soon as possible.
23 However, no technical questions will be accepted
24 after noon on February 24th, 2011. Okay. I will



1 not accept any more questions at that time.

2 Note, if I receive a question and
3 we're a week before the bid date, and I extend
4 the bid past March 3rd, and I put out an
5 addendum, because to be able to extend I have to
6 put out an addendum, the only questions that I
7 will entertain after I extend the bid date are
8 items that are directly related to the addendum
9 that caused the bid date change.

10 Does everybody understand that?

11 In other words, if on February 28th
12 or 27th, I find out that we made a mistake, we
13 have to issue an addendum for quantity change or
14 plan sheet or to clarify something, I extend the
15 bid date for a week, the only questions that I'll
16 entertain on from point will be exactly why I
17 changed the bid date in that addendum. I will
18 not be entertaining any new questions regarding
19 the proposal.

20 Is that clear?

21 Joint ventures. If there are any
22 firm planning to bid as joint venture, both firms
23 need to be registered with DelDOT. I do have
24 registration forms up here. I believe I asked



1 before the meeting was everybody registered.
2 Nobody raised their hand, so I assume everybody
3 is, but if you are not or you are planning to do
4 a joint venture with someone that isn't
5 registered, please make sure that they are
6 registered and make sure you get the joint
7 venture forms from me. The certification and bid
8 bond forms in your proposal are not correct. You
9 must have the ones that I've created.

10 Bonding requirements. This
11 contract, as all other DelDOT contracts,
12 carries a 10 percent bid bond requirement with
13 100 percent performance. Please note, I cannot
14 accept riders or restrictions on the bond, except
15 for the terrorist rider that came out of 9-11.

16 Please note, the bond forms that are
17 in the back of your proposal or the bond forms
18 that I handed you for joint venture is the only
19 bond form you can use. This is not a DelDOT
20 requirement, this is a state law. It is written
21 into our legislation. If you do not use my bond
22 form, you are automatically disqualified. I do
23 not accept AIA bonds. You only can use my form.

24 In lieu of saying that, you may copy



1 my form, you may fax my form; you may not retype
2 my form. If you retype my form and you do
3 something like you don't capitalize DelDOT or you
4 change the word department to DelDOT, or put a
5 period where there isn't supposed to be or you
6 don't do it exactly as my form is created, you
7 will be disqualified. This has happened in the
8 past. I do not want to see it happen on this
9 job.

10 If for any reason that your bonding
11 company does not accept my bond form, please have
12 your bonding company call me. We will work it
13 out with my legal department.

14 Please note, this is a state law and
15 this is very important. I do not want to get to
16 the point that somebody turns in a bond that I
17 disqualify because they didn't turn in the
18 correct bond.

19 And while we are on the issue of
20 bonding, I want to say something real quick, this
21 has happened as of lately. When you receive your
22 bond back from your bonding company, it is the
23 contractor's job to make sure that your bonding
24 company has given you the correct power of



1 attorney, that your bonding company has signed
2 the bond and they have notarized it. In the past
3 two months I have thrown three people out because
4 their bonding companies weren't filling out their
5 bonds correctly or they gave me the wrong power
6 of attorney or the attorney in fact was not the
7 same that was on the power of attorney.

8 Please check your bond before you put
9 it in your package and submit it to me. I know
10 it is not the contractor's fault that the bonding
11 company made a mistake, but I will still
12 disqualify your bid. I have no choice in that,
13 okay. I'm sure nobody wants me to make a phone
14 call saying you were the apparent low bidder,
15 but. Okay.

16 Please note, this project will be
17 governed by the standard specifications dated
18 August 2001. These specs are available from my
19 office at a cost of \$42. If you are like me and
20 you try to save money, these specifications are
21 on the DelDOT website, which is www.DelDOT.gov,
22 you go under publications and you will find the
23 standard specification manual that you can print
24 from there.



1 Any questions so far?

2 Next I'm going to go to location
3 description page that was put in the contract.
4 There were several things we put on here that I'd
5 like to make aware and I'd like to go over to
6 make sure that you are clear on.

7 Please note, there is a special
8 provision titled "Changes to Project Documents
9 During Advertisement." Because we put all the
10 documents on the web so that you can access them
11 and view them and see them as we do addendums and
12 everything quickly, the department is now using
13 this alternative method to provide the documents.
14 Please make sure you read the specifications, it
15 is on page 42 of your proposals. The changes to
16 the project documents, there are quite a few
17 changes made there. If there's any questions or
18 concerns on what you need to fill out, please
19 call my office. As we go over the actual forms
20 you will be turning in to me, it will be the
21 forms for this contract and I will be going over
22 that, but pay special attention to that form. We
23 have changed a lot of things on this project.

24 One in specific that all of these



1 certifications that I'm getting ready to go over,
2 like the ADSA certification and DNREC site
3 reviewer certification, usually on my projects
4 they have to be turned in at the time of bid.
5 For this project the apparent low bidder will
6 have 10 calendar days from the bid opening to
7 turn that information in to me. I do not want to
8 disqualify somebody because they don't put a
9 painting certification or an ADSA blue card, a
10 copy of one in my proposal package. I feel that
11 would be a waste of your time and mine. But make
12 note, if I do not have those certifications and
13 you are the apparent low bidder within 10
14 calendar days in my office in my hands, then I
15 will disqualify you as being nonresponsive. I
16 will go to the next apparent low bidder.

17 Real quickly, I'd like Tom Clements
18 to go over the site reviewer card for companies
19 that may not be from Delaware.

20 MR. CLEMENTS: Your plans will tell
21 you what level of certification you need from our
22 Department of Natural Resources and Environment
23 Control. It is not something the department
24 does, it is DNREC. They will not accept a



1 certification from another state, another
2 organization, anything except their cards. It is
3 most likely on this job going to be certified
4 construction reviewer. They offer courses where
5 you can get certified. However, if you don't
6 have somebody on your staff or working with you
7 that can submit that card, Scott is going to have
8 to disqualify your bid.

9 So if you don't have somebody that's
10 already qualified, we would suggest you contact
11 some local consultants that likely would have
12 those folks, but you must submit DNREC
13 certification or it will not be accepted. We
14 have tried to get them to accept other types of
15 certifications and we could not get that.

16 MR. GOTTFRIED: Any questions in
17 regards to that?

18 Okay. Real quickly, next thing I'd
19 like to go over is page 1, this is the general
20 notices. As you will notice, there are specific
21 additional liquidated damages for this project,
22 when you have to have the roads opened and
23 closed. I want to point that out, I want to make
24 is clear that they will be enforced. I want to



1 make everybody aware that that's there.

2 The second part that is different
3 from what we normally put out is there's a
4 construction phasing. And everybody in here I
5 know has been -- I've heard the rumors or heard
6 the talk, they are looking in how this is A plus
7 B contract, how to get the construction phasing
8 down, and you have to submit that to me 45 days
9 before the bid opening and everything. First,
10 I'd like to make it clear, it is not 45 days
11 before the bid opening. It is 37 now. I've
12 given you an additional week to submit your
13 construction phasing. That will come out in the
14 first addendum, but I'm telling you right now, it
15 is 37 days before the bid opening that you must
16 have those plans for us to review and approve
17 before.

18 Now, in regards to submitting the
19 construction phasing to me, I'm going to be very
20 specific now, it must come to me in paper form.
21 I will not accept electronic copy. It must be
22 shipped to my office and to my attention. On the
23 outside of your package it must have the contract
24 number, the name of this contract, and it must



1 say "phasing plans."

2 The reason I'm being very specific
3 about this is that there's going to be letters of
4 confidentiality signed among the members of
5 DelDOT and I'm trying -- this information is very
6 proprietorial. I do not want this getting out.
7 I don't want a contractor to think that another
8 contractor will somehow see his information. I
9 will be handling the security of your paperwork
10 that comes directly to me, okay.

11 Now, inside you are to fill out a
12 letter submitting your plan telling us and you
13 submit plans. I do not want your company name or
14 anything on the plans. What I want is a three
15 digit number that you pick on every sheet of the
16 plans. Do not put your company name. Just put a
17 three digit number. In the letter that you send
18 me, tell me what your three digit number is.
19 That's how I'm going to associate your plans to
20 your letter.

21 Once I receive your documents in the
22 department, then I'm going to assign both your
23 documents a new number that we will use for the
24 department. So basically when the engineers



1 review this, they are going to see a document
2 that doesn't have anything on it or plans that
3 doesn't have anybody's name on it and review it
4 for whether they can approve or not.

5 Is everybody clear on how you submit
6 the phasing paperwork to me? Are there any
7 questions?

8 The engineers will go over the
9 phasing more in depth and the technical
10 requirements of it in a few minutes.

11 MR. THRONE: Jerry Throne, Neshaminy
12 Constructors.

13 If the bid is extended prior to the
14 37th day before, will the plan also be --

15 MR. GOTTFRIED: No. The 37 days is
16 from the original bid date, unless the
17 construction phasing is the reason why we are
18 extending the bid. I would make that very clear
19 in the addendum. But for right now you are to
20 use the original bid date and 37 days before
21 that. That's basically giving you a little bit
22 over two weeks after this meeting.

23 Are there any other questions
24 regarding the construction phasing? Submitting



1 it to me?

2 I would suggest you either have them
3 hand carried to me or please send them via UPS or
4 FedEx, some way that you can track it to prove
5 when I did receive them, okay?

6 I'm not telling you to do that. I
7 would just suggest it, because if I get a set of
8 plans after the 37 days before bid opening, I
9 will not open them. I will mail them back to
10 you.

11 Okay. Real quickly, I'm going to go
12 over the disadvantaged business enterprise
13 portion of the contract now. This contract is a
14 federal aid project, it does have a DBE goal,
15 which is 10 percent. In regards to 10 percent,
16 if for any reason your company cannot make the
17 10 percent DBE goal for this contract, you must
18 submit good faith paperwork at the time of bid.
19 Okay?

20 While saying that, if you submit
21 nothing and you tell me you only can make
22 7 percent, I'm not even going to look at your
23 bid. You are automatically disqualified. Now,
24 if you submit me good faith paperwork and I find



1 it to be incomplete or the civil rights section
2 finds it to be not enough, then I have the
3 ability to ask you, but you must submit something
4 at the time of bid.

5 While we are on DBE goal, if for some
6 reason you feel very amorous, you decide to give
7 me a goal of 18 percent, that's what you are
8 going to be held to. I'm only requiring you to
9 have a 10 percent DBE goal on this. But if you
10 raise your number to something higher than 10
11 percent and you put it on the certification page,
12 that's the goal your company is going to be held
13 to. You are not going to be able to go back
14 later and reduce it back down to 10 percent. You
15 will be held to 18, okay.

16 If you are not going to meet the goal
17 and you would like to see what a good set up or
18 good copy of what good faith paperwork looks
19 like, you need to call the civil rights
20 administrator, her name is Carla Elliott, phone
21 number is (302) 760-2555. She has copies of
22 submissions of good faith paperwork, where people
23 have lowered the goal and actually been approved,
24 okay.



1 This contract also has trainees on
2 it, there are six. Please note, that the
3 training programs for the trainees must be
4 submitted to my office 10 calendar days after you
5 receive notice that you are the apparent low
6 bidder on this project.

7 What happens is I take all the bids
8 in, I do my bid review, I check it on
9 administrative handling, make sure everything is
10 correct. Then I send a letter to your company
11 asking you to submit subcontracts and your OJT,
12 on-the-job training programs to me. You have 10
13 day after that to submit those once you receive
14 that letter.

15 If for any reason that is not enough
16 time to get your information in, the people that
17 you will be turning that information in to, which
18 is Travis Crawford and Carla Elliott, Carla
19 Elliott will be getting your OJT information,
20 Travis will receive the subcontracts for DBE
21 goals, if you can't meet those 10 days, you must
22 call them and let them know. It is their
23 decision whether or not they give you an
24 extension of that; it is not mine. But I do not



1 want to toss somebody because I do not have your
2 sub contracts in hand and we don't hear from you.

3 MR. CLEMENTS: You don't have to
4 identify the actual trainee individual, it is
5 just the programs that have to be submitted at
6 this time. So it is for you to pick out those
7 programs, get them submitted. We can work with
8 you on the actual people to fill those programs
9 later in the contract.

10 MR. GOTTFRIED: Are there any
11 questions regarding the DBE goal or disadvantaged
12 business enterprise portion of this contract?

13 Next thing I'd like to go over, this
14 is a Delaware highway wage rate project. This
15 has a dual wage rate for the feds and for the
16 State of Delaware. As of right now we would
17 normally go, you have to use the more
18 constrictive of the two, whichever one was the
19 highest between the Davis Bacon and State of
20 Delaware wage rate for highway construction. It
21 just so happens this year the two are identical
22 in every category. The prices are the same. The
23 only change to this would be if you have a
24 category that is not listed, that you must get



1 numbers for, you must get numbers from the State
2 and you must get it from the feds. Okay? But if
3 the category is on the wage determinations, they
4 are both the same at this time.

5 Something else that's going to be
6 added by the first addendum that was not in the
7 original proposal package, there will be a
8 special provision, it will be for escrow of bid
9 documents. I'm sure everybody in here knows that
10 term. What I'm talking about, what will happen
11 is the awarded contractor will bring in all his
12 documents and everything in a sealed envelope,
13 and we will put it in a safe deposit box that the
14 department will provide you. It will be sealed
15 in case there are disputes at the end of the
16 contract or disputes in construction where we
17 would have to come back and open it, but DelDOT
18 will bear the cost of that. But there will be an
19 escrow of bid documents in this contract.

20 Please note, there is diesel fuel
21 cost adjustment in this contract. It is on page
22 341. If you are a Delaware contractor or you
23 have bid with us before, please note the place
24 where you go to get your index has changed. It



1 is self-explanatory, it is in that new
2 specification, but we have changed indexes. I
3 want to make you aware of that, some of the rules
4 have changed, so please read over diesel fuel
5 cost adjustment. It is not the same as it has
6 been in the past.

7 Next, I'd like to go over the bid
8 forms. As everybody knows, I hope everybody
9 would use, we do provide you with Expedite 5.2b
10 bidding documents to be able to submit your bid.
11 Please note, this is not electronic, a true
12 electronic form of bidding. You cannot ship your
13 bids to me via the Web or electronically. You
14 still physically have to bring in a copy of your
15 bids that you print from Expedite and the disc.

16 Is everybody clear on that?

17 I had somebody question me on that
18 and not turn in their paperwork and they were
19 disqualified. I still need a written copy of the
20 bids printed from Expedite.

21 If for some reason you are not
22 planning to use my Expedite program and you are
23 going to fill out the bid forms in the back of
24 your proposal, number 1, if you don't use



1 Expedite, the bid forms do have to be
2 typewritten, no exceptions.

3 Please note that my rules, when there
4 is a dispute in a price between the extended
5 amount, the unit price, my rules state I fall
6 back to unit price. So if you are typewriting
7 your bid form proposals and you happen to put the
8 extended amount in the unit price, which has
9 happened, I will not disqualify your bid, I will
10 extend that number out and multiply it and make
11 you have a trillion dollar bid, which will take
12 you out of the competitive range. This has
13 happened.

14 I strongly suggest that you use
15 Expedite, because it doesn't allow for those
16 mistakes. If anybody has a problem filling out
17 the Expedite, please call my office, I will
18 actually work with you. The main program is on
19 our website, you can download it. On the disc
20 that you receive from my office there is an EBS
21 attachment that goes into that program to bring
22 up this project.

23 Please note, no bid prices can be
24 zero. I must have a dollar amount for every



1 item. If you feel there's a need to give me a
2 zero dollar amount for any item, you need to call
3 my office. That is in my standard
4 specifications. If you put a zero amount in
5 anything, I will automatically disqualify you.

6 Note, this project has breakout
7 sheets. The breakout sheets have to be filled
8 out. You are not allowed to put a zero dollar
9 amount in any of the breakout sheets. That's
10 just as if you are putting a zero dollar amount
11 on the bid proposal forms.

12 The reason I'm pointing this out is
13 during the first part of this project when we bid
14 the other job somebody put a zero dollar amount
15 in their breakout sheets. I disqualified them.

16 If you feel there's a need why that
17 should be zero dollar amount or you should not
18 have to bid that item, call my office, discuss it
19 with me. Don't put a zero amount in any of the
20 bid forms.

21 The breakout sheets, if you choose
22 not to use the ones that are electronic that I've
23 done in Excel, if you choose to use the ones in
24 the back of your proposal, you may hand write the



1 breakout sheets only. Your bid proposal forms
2 have to be typewritten, but I will allow you to
3 hand write the breakout sheets. Please note,
4 they thus must be legible and I must be able to
5 read your numbers. I need to be able to tell a 0
6 from a 4.

7 MR. BEDNARIK: Anthony Bednarik with
8 Wagman.

9 Is there any way the breakout sheets
10 could be submitted post bid? The reason I'm
11 asking is structural steel on this project,
12 there's going to be a lot of changing prices up
13 until 10 minutes of submission of this bid and
14 being able to get your breakout sheets aligned
15 with your lump sum item is going to be really,
16 really difficult. If you will give us for the
17 successful bidder 5 business days or whatever it
18 is to turn in the breakout sheets, it will get
19 rid of a lot of headaches.

20 If not, if you can make them part of
21 the Expedite file --

22 MR. GOTTFRIED: Can't do that. Here
23 is what I'm going to do, my answer to your
24 question is no, but if you will submit that to



1 DOT-ASK, I will get back and review it with the
2 engineers.

3 My official answer right now is no.
4 We have a reason for saying no to that. But for
5 this project I'm letting you know on record, if
6 you submit the question to me I will respond back
7 to you whether we decide to do that or not. I
8 will entertain -- but for everybody in the room
9 right now that answer is no. I have no choice
10 but to give you that answer. I do see your point
11 and will take that into consideration. So no
12 matter what happens, you will see something
13 discussing that in the first addendum.

14 While we are on that subject, let me
15 ask this: Is it just structural steel?

16 MR. BEDNARIK: I haven't been that in
17 depth in it. I think it just creates additional
18 worry for contractor.

19 MR. GOTTFRIED: Let me put it to you
20 like this, I'm not going to do all the breakout
21 sheets like that. Specifically point out certain
22 breakout sheets that you feel would cause a
23 problem and submit that to me. I will consider
24 it on an individual basis, but not all the



1 breakout sheets.

2 MR. MACNEAL: Sean MacNeal, Corman
3 Construction.

4 Could you elaborate on what your
5 intended purpose is of the breakout sheets to the
6 awardee post bid and how they will be used as
7 part of the contract?

8 MR. GOTTFRIED: Breakout sheets are
9 put in there to breakout lump sum items that we
10 have in the contract, so that we don't have to
11 pay the whole thing, if we have to add something
12 in -- give you a perfect example, maintenance of
13 traffic. If we have to set up on a road three,
14 four, five times, I do not want to be paying --
15 if it has several roads involved, but my
16 maintenance of traffic is a lump some, I want to
17 know what the cost was for each road in case we
18 have to re-setup on a road two or three times.
19 Do you understand what I'm saying?

20 It has to do for overruns and getting
21 an individual price on an item that is a lump sum
22 item.

23 MR. MACNEAL: Strictly used for
24 additions to the contract and not deductions.



1 MR. GOTTFRIED: It can be used for
2 either or. It can be used for addition and
3 subtraction. In case a contract, same thing with
4 the maintenance of traffic, all of the sudden we
5 are not doing a road because it becomes part of
6 another project, we take it off, we don't want to
7 have to pay you the whole lump sum. So we are
8 pulling that part of the maintenance of traffic
9 away. So, yes, it can go either way.

10 Real quickly, the other gentleman
11 brought up a good point, people that want to
12 change their bids at the last minute. Your bids
13 have to be by 2:00 to me on whatever specified
14 bid date we have, whether March 3 or whether I
15 extend into the future. If you have changes that
16 are last minute changes maybe a half hour before
17 the bid 10 minutes before the bid, here is how
18 you make those changes, granted, you are not
19 allowed to hand write any numbers, but you are
20 allowed to strike a single black line through a
21 typewritten number. That number cannot be zero.
22 It has to be some value, whether it is a penny or
23 a dollar, and you may legibly write the corrected
24 amount and you must initial it. I will accept



1 that. That is how you make last minute changes
2 to your bids.

3 That is also in the standard
4 specifications, which I'll give you the specific
5 point to go there later, on how you send your
6 bids in to me or how you prepare your bids.

7 Okay. Next thing I'd like to go over
8 is page 32 of the bid forms. Page 32 of the bid
9 forms is special bidding procedures. It is this
10 form (indicating). I am going to allow you to
11 hand write in this form. I'm not going ask this
12 to be typewritten. Top of the form asks for the
13 contractor's name, that is your company name, and
14 then you are -- sheet is basically explanatory
15 towards A and B bidding procedures.

16 Make sure this is part of your bid
17 package. Last time we did A plus B I threw
18 somebody out because they didn't turn this in. I
19 will not ask for this after the bid opening.

20 While we are talking about A plus B,
21 let me talk about bonding. Because you will be
22 bidding me a real number and then you have to add
23 the numbers and you have to calculate in the time
24 that you plan on doing this project with the



1 phasing and everything, for your bonding you are
2 to give me a bond that covers the real number of
3 your bid, not the bid number I'm going to use for
4 comparison. Okay? Your actual dollar amount for
5 what you bid is what you need to have bonded.

6 The reason I'm bringing this up, on
7 my bond form you have to provide me with a
8 10 percent bid bond. It has a not to exceed
9 number on there. If your bonding company
10 requires you to put a not to exceed number
11 there, I suggest you round that number up a
12 couple thousand dollars to be safe, because if I
13 find a mistake in your breakout sheets and I
14 have to recalculate your bid because of an adding
15 or addition error and for some reason you give
16 me a not to exceed number for exactly what you
17 bid, and your bid increases by \$5, which means
18 10 percent will be 50 cents, and your bond is
19 50 cents short on a bid that's this size, you
20 will automatically be disqualified. This has
21 happened. I do not want to see it happen here.

22 If you can just leave the not to
23 exceed number blank, that's fine. But if your
24 bonding company requires that you put something



1 in there, please round up a couple thousand
2 dollars just to be safe. I do not want to
3 disqualify somebody over technical issues.

4 Does anybody have an issue with the
5 special bidding procedures or the A plus bidding
6 form and how they fill it out before I go any
7 further? If you do, please contact my office. I
8 will gladly discuss it with you if you do not
9 want to discuss it in this venue.

10 The next item is certification form.
11 This is not a standard certification form. This
12 is one that we have put together specifically for
13 this project. What I want to point out, that it
14 is a two-page form. At the top of that form you
15 will see it says "undersigned bidder."

16 Undersigned bidder is the name of your company,
17 not the person filling out the form, please.

18 Down the page you will see it says
19 "disadvantaged business enterprise percent."
20 That is the only place in your bid I will see
21 that you have acknowledged and you are going to
22 meet the DBE goal. If you leave this blank, I
23 will not call you up and ask you to fill it out.
24 I will disqualify your bid. It happened on the



1 other project. Please make sure you fill that
2 number in.

3 As I said before, it is a two-page
4 form. Now, something that is different than all
5 my other forms, you have your normal failure to
6 acknowledge receipt of all addenda here, you must
7 put the date we put the addendum out and the date
8 you recognized it. But it also has an and now,
9 final questions and answers will result in the
10 bid being declared nonresponsive. In the
11 contract under special provision, changes to the
12 bidding procedures, there is a date in there. It
13 tells you when final questions for this project
14 will be on the website. You must fill out on the
15 next line below this, says, "must insert date of
16 final questions and answers on website," that
17 must be filled out. On our last project that was
18 one of the reasons I threw a bidder out. He left
19 it blank. Please make sure you fill that out.

20 Please make sure whoever is obligated
21 to sign the certification form from your company,
22 will fill out that form and they will sign it at
23 the same time the notary puts her seal on it or
24 his seal. I have gotten bids lately where I've



1 got a notary public seal, but no signature from
2 the company president or person that's going to
3 obligate the contract.

4 Please note, if you have a corporate
5 seal, it must be on this form. The corporate
6 seal may be drawn on if you do not have one handy
7 or it is locked in somebody's desk drawer.

8 Please make sure you fill these
9 things out and go over this. If you have any
10 questions regarding filling out these forms,
11 please call my office. I know I'm probably
12 sounding like I'm ridiculous with these examples,
13 but these are true examples that are happening.

14 Last form I'm going to go over, this
15 is our bid bond form. As I said before, this is
16 a state ordered law, you cannot use any other bid
17 form. That's all I'm going to say about that.
18 If you don't, I'm so sorry.

19 Couple things I suggest you look over
20 in the standard specs. Section 102.06,
21 Preparation of Proposal, this will tell you
22 exactly how to fill out my forms. It will also
23 tell you what the hierarchy is when I come to see
24 a mistake on your bid forms and what I do to



1 correct mistakes or why I'll make them irregular.
2 If this is your first time bidding with us or you
3 haven't bid with us in a while, I suggest you
4 read over that section and make sure you are
5 familiar.

6 The next section I suggest you pay
7 close attention to is 102.07. This has changed
8 quite a bit over the last year. This is where I
9 will make your proposals irregular. There's 11
10 items, 9 to 11 items there that tell you if you
11 make this mistake, your bid shall be declared
12 nonresponsive. I have no choice in it, you will
13 be nonresponsive.

14 You always have the opportunity to
15 protest any decision I make. I have no problem
16 with that. Just in case I do disqualify your
17 bid, the way you file protest for
18 disqualification, you must send a letter
19 describing your protest and why you feel your bid
20 should be kept to Jim Hoagland, contract services
21 administrator for DelDOT.

22 One last thing I'd like to go over
23 with everybody before I turn the meeting over to
24 the engineering staff, I would like to go over



1 the supplemental page we have in our proposal
2 books now. We used to list all of the
3 supplemental changes that we used to put in our
4 proposal and we use to have those in the actual
5 proposal. That is not the case anymore.

6 This is the supplemental
7 specifications to my standard specs, dated August
8 2001. This is on page 37. This tells you that
9 the supplemental specs can be viewed and printed
10 from the department's website. Please note, the
11 effectiveness of the supplementals are the date
12 of advertisement for this project. So when this
13 project was advertised, first hit our website,
14 whatever supplementals were in effect at that
15 time apply to this contract and they are brought
16 in by reference. They are not in your proposal
17 book. You actually have to go to the website and
18 look them up. I suggest you do. If you don't,
19 you can be bidding yourself into trouble. There
20 have been many changes within the last six
21 months. I seriously suggest you take a look at
22 all the supplementals. A lot of item numbers
23 have changed. A lot of special provisions have
24 become standard items now.



1 In regards to the administrative
2 handling of this contract are there any questions
3 on anything you have to submit or anything that I
4 have gone over?

5 Okay. At this time I'm going to turn
6 the meeting over to Darren O'Neill, who is the
7 project manager for this project.

8 MR. O'NEILL: All right. Thank you
9 all for coming. I'm sure you're administratively
10 worn out now, so I'll talk a little bit about the
11 project. Scott's stuff is very important,
12 though.

13 I'm glad to have so many people here.
14 We are looking forward to doing this project, it
15 is a critical interchange in Delaware. It has
16 needed the work for many, many years, and it is
17 good that we are finally getting it to fruition.

18 A little overview of the interchange.
19 We are going to be building this pretty much
20 right on top of itself. As you have seen in the
21 parameter sheets, there's a lot of requirements
22 of what we need to maintain during the project.
23 I-95 is our major interstate in Delaware; Route 1
24 is major north-south highway in Delaware. That



1 large development is the Christiana Mall, which
2 is probably the major mall in Delaware. So
3 there's a lot of work that has to be done in this
4 area, but a lot of things that have to be
5 maintained while you are doing that work.

6 There's over 10 miles of roadway and
7 ramp construction that we have involved in the
8 project. There's a lot of directional ramps. We
9 are going to be at the end of this presentation
10 showing you a video that kind of drives you
11 through the project, but the emphasis of the job
12 is to try to separate out the major interstate to
13 interstate movements and keep the local movements
14 by themselves.

15 There's an advanced mall ring road
16 project that recently finished last fall. That's
17 already done and been taken care of, so a lot of
18 our work will really be just tying into the mall
19 ring road project already completed.

20 The mall access bridge project that
21 includes the storm water management ponds, that
22 has been awarded and we anticipate that starting
23 in the next month or two.

24 I want to talk a little bit more



1 about alternative phasing. You don't necessarily
2 need to read all the words on the sheet. Let me
3 sort of paraphrase what we have here. The
4 alternative phasing will be submitted, as Scott
5 mentioned, as a paper document to us, similar to
6 what we provided on the plans. What we want to
7 make sure is that the general concepts of the
8 alternatively phasing is shown on the submitted
9 documents. We don't necessarily need to show
10 every single barrel and cone on the initial
11 submittals that are made by the contractor.

12 Once the contract is awarded, the
13 winning contract team will need to submit the
14 full MOT phasing plan that shows those ideas.
15 But for the conceptual ideas, if you are looking
16 to do an alternative phasing plan, we are just
17 looking to see whether or not your plan is
18 something that can be built and whether or not it
19 meet the restrictions and requirements that are
20 in the project.

21 We have made the DGN files available,
22 as some of the firms had requested. That is
23 available online, so that if you are utilizing
24 some resources or bringing in outside resources



1 to help you with coming up with an alternative,
2 those files are available.

3 They will be submitted by the
4 contract team in a format similar to ours. As
5 Scott mentioned, follow the requirements he
6 mentioned.

7 Again, we want to highlight the major
8 alternative phases for both 95 and Route 1. Both
9 highways have impacts, both highways in --
10 materials we provided went through the phasing on
11 I-95, as well as the phasing on Route 1.

12 We are not going to entertain
13 alternatives that have violations of the
14 restrictions within the project. Specific
15 example I have on here is a plan that encroaches
16 on additional wetlands. If you have a plan that
17 encroaches on additional wetlands, we are not
18 going to entertain it, unless your plan demonstrates
19 that you already have the required permits to do
20 that work. So we are not going to take that plan
21 that says we are going to get the permit from the
22 Corps when we need to get it. We will not even
23 entertain that alternative.

24 So you really need to take into



1 account what the restrictions and requirements
2 are on the project and then determine what risk
3 you want to take into how you want to develop
4 your plan. We are not going entertain a project
5 that says, well, we are going to get some right
6 of way from the Christiana Mall and that's where
7 we are going to put this new ramp or this
8 alternative. Unless you can demonstrate that you
9 already have that land from the mall, we will not
10 entertain that.

11 If your plan says, well, we think we
12 can take the interstate down to three lanes a
13 little earlier in the evening because we think
14 the MOT isn't as bad as you think, again, we are
15 not going to entertain that. The restrictions
16 and requirements that are on the plan are how we
17 going to evaluate your alternatives.

18 We also want a technical write-up.
19 We are not necessarily saying what number of
20 pages, but we need a written write-up of what you
21 are proposing. We don't want 9 or 10 large plan
22 rolls that show your layout. We want some kind
23 of technical write-up that demonstrates what are
24 you doing, where are you combining ideas, how do



1 you think this is going to work.

2 Couple clarifications we wanted to go
3 over, some of them Scott has already mentioned.
4 The phasing materials are going to be
5 confidential. Again, follow the requirement that
6 he mentioned earlier today. So that as the
7 project design team reviews it, we are just
8 looking at the viability of your alternative.

9 The projects will be running
10 simultaneous. As you know, we have already bid
11 and awarded the Christiana Mall road bridge job.
12 That will be out there in 2011 at the same time
13 this project will be starting.

14 The mall road bridge road is
15 scheduled at some time near the end of 2011. I
16 want to make sure everybody does review the
17 traffic restrictions sheets. There is a lot of
18 information on there of when you can take it from
19 five lanes to four lanes to three lanes to two
20 lanes, when certain ramps can be opened or
21 closed, when certain parameters require that we
22 enforce either violations or penalties for not
23 getting something opened back up. So make sure
24 you are very clear on what is out there as far as



1 what is available to a contractor to do the work.

2 The right of way for the project has
3 been obtained and environmental permits for the
4 project as laid out right now have been attained.

5 Some of the things that will be
6 coming up in the addendum, we are going to be
7 making a switch on the pavement material. SMA
8 will be replacing the Hot Mix C on the roadway
9 sections. We will stick with Hot Mix C for the
10 shoulders.

11 As Scott mentioned, the document,
12 contract documents are going to be escrowed.
13 There will be some planting changes in the
14 addendum that will kind of highlight in the
15 spec -- basically what it is going to do is allow
16 the planting time to be taken out of the contract
17 completion time. There's a lot of times in a
18 contract where we are getting to, say, September,
19 October, and the planting has to go in. You are
20 not going to put plantings in in, say, November.
21 For the most part the work is completed, the
22 planting just has to wait until the next spring.
23 So we will be taking that part, as far as time
24 requirements, out.



1 As Scott mentioned, there's changes
2 in submission dates which will be highlighted.
3 The one date I want to stress is that the current
4 plans show the submissions for alternative
5 schemes was the 21st. We have moved that out an
6 additional week, so we have moved that out to the
7 28th. As Scott mentioned, we reduced the 42 down
8 to 35, so we can now still have March 3rd bid
9 opening date held. So from this date forward you
10 have about two week to put your submittals
11 together if you are considering alternative
12 schemes.

13 MR. CLEMENTS: I'm probably asking
14 like I was a contractor, but as far as the review
15 is concerned if they do submit an alternate do
16 you envision one time turnaround either yeah or
17 nay? Or will there be back and forth? I think
18 that should be clarified.

19 MR. O'NEILL: Our project team will
20 be evaluating it, to its viability. We are not
21 going to get into every single detail of your
22 layout. What we are looking for is whether or
23 not you have put together a plan that falls into
24 the category of the restrictions, does not



1 violate any of the restrictions, there's no fatal
2 flaw that jumps out to us. We will then respond
3 back what we see is good. You then have the
4 option, I believe it is 7 days, to request a
5 meeting with us if you choose. At the same time,
6 if we send it back and say, no, this has
7 problems, then again you have 7 days to meet with
8 us and discuss it.

9 But there will not be a second
10 submittal. After we have either our initial
11 comments back saying that we accept or reject,
12 your choice if you want to have a meeting which
13 we will discuss, then it is up to you to bid at
14 your risk depending how we evaluated your
15 proposal. Good question.

16 As you know, there's many bridges on
17 this project. We have our bridge design team
18 here as well that's going to come up and talk.
19 There's seven new bridges that are part of the
20 project. We do have a widening on this project,
21 as well as for one of the bridges, there is a
22 demolition. The current contract for Christiana
23 Mall bridge will be putting the new bridge up.
24 The contractor who wins this project will be



1 taking the old bridge down. We have a large
2 amount of MSE walls throughout the project.

3 We have a couple technical things in
4 the bridge category that we would like to have
5 the bridge design people come up and discuss some
6 of those highlights.

7 MR. DETWILER: Good morning. My name
8 is Bill Detwiler, I'm with RK&K. Behind me is
9 Steve Matty, he's with URS. We are going to
10 highlight a few of the structural items.

11 First off, take note in the special
12 provisions of the specific requirements for
13 dynamic testing of piles, special provisions
14 listed on this sheet here. The requirements for
15 the subconsultant and payments for re-strikes.
16 Also, please note that we would like to see the
17 driving data from the wave equation analysis
18 within 10 days of completion of driving.

19 For MSE wall construction, there are
20 a number of walls on the project that the strap
21 lengths are designed to the typical .7, .8 of H.
22 There are a few instances where they exceed the
23 .7, .8 of H. Want to make that note because that
24 is not typical.



1 The quarantine periods used for your
2 planning purposes are listed in the documents.

3 We also have a number of back fill
4 material and all those requirements are listed in
5 the special provisions at each typical -- they
6 are also located at each typical section in the
7 plans.

8 I'll turn it over to Steve to talk
9 about some of the superstructure.

10 MR. MATTY: As far as structural
11 steel fabrication, just a reminder there's a
12 requirement that the entire steel superstructure
13 is to be fit up prior to delivering the
14 structural steel to the site.

15 Also, as far as -- there is a
16 suggested sequence of erection for the bridges in
17 the plans, but essentially it is going to be
18 building the substructure first, as well as any
19 temporary shoring, and then erecting the
20 structural steel, pouring the deck per sequence
21 on the plans, and then placing -- for the bridges
22 with integral piers it is important to recognize
23 when those can be placed during sequence of
24 construction.



1 There are temporary shoring towers
2 that are shown in the plans. It is a schematic
3 of a shore for the integral piers. Basically the
4 steel girders have to be supported while all the
5 structural steel is being erected and while the
6 deck is being placed in the positive moment
7 regions. The shoring tower that has to be
8 designed by the contractor, you need to ensure
9 that the shores do not encroach on any of the
10 vertical or horizontal clearance for the roadways
11 during the MOT phases.

12 We have also indicated that you
13 probably will have to make adjustments to the
14 structural steel during erection and during
15 placing of the deck. That's why we indicate the
16 use of jacks to adjust the steel, because the
17 shoring will deflect during those operations.
18 Again, there is a suggested sequence provided on
19 the plans.

20 Also want to point out that there,
21 the bearings for the bridges are all high load
22 multi rotational, pod bearings. It is our
23 understanding that they do require significant
24 lead time and we just wanted to bring that to



1 your attention. And there's 24 non-guided, 32
2 guided, 8 non-guided, 18 guided, 16 fixed.
3 That's indicated in the special provisions.

4 For the integral pier construction,
5 as well as the two concrete straddle bends, one
6 on ramp B over SR7 and one on ramp A over SR7,
7 they are post tension. There are special
8 provisions that go over the post tensioning
9 requirements, as well as the grouting
10 requirements, as well as also special provisions
11 for the high strength concrete that will be used
12 for those substructure elements. And keep in
13 mind that the post tensioning operations are tied
14 in with the erection of the steel and placement
15 of the deck.

16 That's it.

17 MR. BOLYARD: I have a question.
18 Terry Bolyard, Shirley Contracting.

19 With regard to the MSE wall fill,
20 there's a note on there about some sort of
21 lightweight material. Can you direct me to the
22 spec where it indicates what that material is.

23 MR. DETWILER: I have to get back to
24 you. I don't know off the top of my head. I



1 have to look at it and let you know.

2 MR. O'NEILL: What I'd like to do
3 next -- first of all, let everybody know this is
4 available on the DelDOT website, if you go to
5 projects in the I-95 JFK Memorial Highway, and
6 then go in under the SR1 interchange, there is a
7 video that kind of walks you through the actual
8 project. It is about 4 minutes online with some
9 narration. We have the shorter version here and
10 I'll provide the narration, but I wanted to kind
11 of show everybody what this is supposed to look
12 like when it is done. At lot of times you look
13 at plan sheets in 2-D, you wonder what were they
14 hoping to get? So this will take you through
15 kind of 3-D in the air --

16 MR. CLEMENTS: Will we make this
17 PowerPoint presentation available to the bidders
18 online?

19 MR. GOTTFRIED: At the Delaware bids
20 website -- if you go to my website, it will take
21 you out to where the advertisement, where the
22 proposal and plans are, these videos will be out
23 there. The PowerPoint presentation will be out
24 there as one of the IDs you can click on and go



1 through. That will be added within the next
2 couple of days.

3 MR. O'NEILL: For anybody who just
4 goes to the regular DelDOT website right now,
5 this particular video is already available. It's
6 been up there.

7 Right now we are looking southbound
8 95 riding over top of Churchmans Bridge. The
9 contractor who did that work is actually here.
10 I-95 fifth lane, contractor who did that work is
11 here, too. So it is good to see we are all
12 staying together here.

13 We will be going southbound on I-95.
14 Again the emphasis is to separate out some of the
15 local movements with the high speed movements
16 between 95 and Route 1, and Route 1 and I-95. As
17 everybody knows driving southbound you go through
18 our God forsaken one lane loop ramp and through
19 the cattle chute to try to go down to the mall or
20 Dover. So southbound movement we are going to
21 take you over top of the whole mess and drop you
22 down into the middle of Route 1.

23 So as you can see, traffic that's on
24 95 is on the inside lanes and continues down 95.



1 Traffic that wants to go to Dover or the mall is
2 going to lift up in three lanes and fly over top
3 of northbound and southbound I-95. As the
4 traffic starts to move towards southbound Route
5 1, vehicles that want to go to the mall will stay
6 to the right lane. Vehicles that want to go to
7 Route 7 will stay to the right. Vehicles that
8 want to continue on Route 1 will simply stay on
9 the new high speed connectors moving down onto
10 southbound 7 into southbound Route 1, they will
11 be on the inside lanes and be able to take that
12 direction all the way straight down to Dover. We
13 are traveling over top of the new bridge, which
14 Mumford and Miller's contract will be finishing
15 later this year.

16 In the northbound direction as
17 traffic decides they want to go they often have
18 to deal with merge movements coming in from
19 Christiana Mall's multiple ramps out of the mall
20 into Route 1 and continued weaves between those
21 directions of people wanting to go to 95, people
22 wanting to stay on Route 7. As you can see right
23 here we have placed a barrier and separated out
24 the local movements, which will still continue to



1 deal with the mall and anybody who wanted to go
2 to New Jersey, with high speed movements that
3 want to go to I-95 towards Wilmington and
4 Philadelphia.

5 So, again, they will go underneath
6 the bridges, the old Route A bridge that's here
7 today and this will be the new bridge that's
8 being done under the Christiana Mall bridge. You
9 can see traffic coming from the mall continues
10 with the local movements, but does not deal with
11 high speed movements. The high speed movement
12 will now lift up over top of local Route 7 and
13 start to work its way towards northbound I-95.

14 During the development and design of
15 the project it was determined that a lot of the
16 movements that get on at northbound 95 want to
17 eventually merge over four or five lanes to go to
18 Wilmington or Philadelphia anyway, so we have
19 actually split the ramp as we move towards
20 northbound 95 to allow anyone who wants to go to
21 Wilmington to come into I-95 on the inside lanes.

22 So as we see this ramp lift up, local
23 movement will continue if they want to stay to
24 New Jersey, but high speed movements to



1 Wilmington or Philadelphia will lift over top of
2 the pier, over top of northbound I-95, and come
3 down on the inside lanes of I-95, so that they
4 are already in the lane they want to be going to
5 Wilmington.

6 So that in a short version gives you
7 a quick idea of ultimately what we are looking
8 for. As I said, on the DelDOT website right now
9 there is a, more of a four minute version that
10 actually goes through specific lanes and mentions
11 SR7 and northbound SR1 and work that's being done
12 in those different areas. So if you have the
13 opportunity as you are looking at the 2-D plan
14 sheets or whatever developing your own models on
15 what the job is, having a good shot looking at
16 the video gives you a good sense of where the
17 project is ultimately trying to get to.

18 That's all I have, Scott.

19 MR. GOTTFRIED: Are there any
20 questions?

21 None at all?

22 MR. THRONE: Jerry Throne, Neshaminy
23 Constructors.

24 Can you tell me where the specialty



1 items are identified, if there are any?

2 MR. GOTTFRIED: There is no specialty
3 items on this project.

4 MR. THRONE: That answers that.
5 Another question about the adverse weather
6 schedule that we need to submit as part of our
7 bid, how is that going to be utilized? Is it
8 going to be used for the basis for time
9 extension?

10 MR. GOTTFRIED: No. That time should
11 be included in your numbers and is explained in
12 the special bidding procedures, special
13 provisions in the book. It specifically tells
14 you what days, what months, how to put that in.
15 If you have any confusion about it, call me or
16 see me after the meeting.

17 MR. CLEMENTS: I can help. The
18 intent will be since we don't know exactly how
19 many days you are going to bid, there's a chart
20 in there that will give you a listing of how many
21 weather days per month based on the schedule that
22 you submit. Once we have established the amount
23 of weather days, we will monitor those with you
24 in the field for items due to weather that affect



1 your critical path on the job. If we get to
2 amount of weather days that were bid, we would
3 then begin to extend you one for one after that
4 time. You would be expected to have that many
5 weather days initially bid into your schedule.
6 You don't get any extension until that many have
7 been exhausted, which in our mind would be, then
8 that now becomes abnormal weather.

9 And they do have to be days that
10 affect the critical path of the job. So we need
11 to be talking with our field people on a daily
12 basis to agree. We don't want to come to argue
13 that at the end of the job.

14 MR. THRONE: If a particular month
15 has 10 adverse weather days and we experience 12
16 and it is determined that our controlling
17 activities were affected, that would be the basis
18 for time extension?

19 MR. CLEMENTS: Not per month. We
20 will wait until all those days are exhausted for
21 the total of the job. We will monitor one for
22 one as we go along, if it ends up 100 weather
23 days when it gets to 101 is when we look to give
24 you an extension.



1 MR. THRONE: All right. Another
2 question I have is there is no breakdown that I
3 can see of quantities for each individual
4 structure. We need to accumulate all the
5 quantities for all the structures and compare
6 that to the bid quantity. Is there a possibility
7 to give us a breakdown per structure so we don't
8 have to takeoff the entire job before we know
9 whether there's a problem with quantity?

10 MR. GOTTFRIED: Submit that to the
11 DOT-ASK, please, and we will respond back to that
12 that way.

13 MR. THRONE: Lastly, concrete
14 pavement where the concrete paving approach slabs
15 overlap over the top of the MSE walls, will that
16 be measured all the way out to the outside face?
17 Where you have a bridge approach slab or concrete
18 pavement, and it overlaps over the top of the MSE
19 wall and actually out to the outside face of the
20 parapet, the parapet sits on top of the concrete
21 paving, will the basis of payment for concrete
22 paving extend all the way out to the outside face
23 of the parapet? Or are you going to say that a
24 portion underneath the parapet is not payable as



1 concrete pavement and should be payable under
2 another item?

3 MR. GOTTFRIED: Submit that also as a
4 question, it will be answered.

5 MR. THRONE: Thank you.

6 MR. GOTTFRIED: All the questions
7 that come up here today, there will be a document
8 on the website that states questions from,
9 specifically from the pre-bid. We are going to
10 go back and extract all the questions out and
11 answer them there.

12 MR. BEDNARIK: Anthony Bednarik.
13 Questions in general, if we submit questions to
14 this ASK DOT website, how are the questions
15 answered? Are they going to be answered via
16 addendum to all the contractors or to the
17 contractors individually as they ask them?

18 MR. GOTTFRIED: There is a section on
19 the website, it says, questions and answers. Not
20 by addendum. Even if the question and answer
21 causes a plan sheet change and has to be part of
22 the addendum, the answers to those questions as
23 soon as we get them are immediately going up on
24 the website.



1 I hope to get a turnaround of 24
2 hours to question, but usually it may take 48 to
3 72 if the consultant has to get involved.

4 But the answer to your question, you
5 will see your question go up on the website, but
6 you won't see an answer. When we get the answer,
7 then you'll see it, and it may refer you, see
8 addendum number 2 that's being released.

9 MR. BEDNARIK: It is open to
10 everybody?

11 MR. GOTTFRIED: Yes.

12 MR. BEDNARIK: Are they part of the
13 contract, questions and answers?

14 MR. GOTTFRIED: Yes. They will
15 become part of the contract. They will be added
16 and included in one of the addendums.

17 MR. CAPPELLA: Tony Cappella from
18 Barrier Systems.

19 Item 720612, impact attenuator
20 specials, it states that no other system shall be
21 accepted, and this specified attenuator is one
22 that is made for, designed for multiple impacts,
23 which is a very expensive system. I'm asking the
24 State if they can open up the spec and have other



1 competitive attenuators on that item?

2 MR. GOTTFRIED: Submit the request.

3 Any other questions?

4 MR. MILLER: Tom Miller, Wagman.

5 I'd like to second the gentleman's
6 suggestion about the breakdown in structure
7 quantities. You have one bid item that covers
8 seven bridges and say concrete for instance, we
9 do our takeoff and miss the plan quantity we have
10 no way of zeroing in on where the difference
11 might be other than ask the question if we have a
12 difference.

13 MR. GOTTFRIED: We are going review
14 it. Look for it on the website as a question and
15 answer.

16 MR. CLEMENTS: Another statement. I
17 think this is an important topic. We have looked
18 very hard as DelDOT to look for lay down areas
19 for you guys as part of this job, knowing you are
20 going to need a lot of space. Unfortunately, we
21 don't have them. If we did we'd gladly make them
22 available to you. We wish we did. We don't have
23 property in the mall, we don't have private
24 property anywhere on the job.



1 All we have right now is what's shown
2 on our right of way drawings. So we know that
3 folks are going to be looking for that, but just
4 be aware you have to cut those deals on your own.
5 We wish we could help you, but right now we
6 can't.

7 Darren, I don't know if you can add
8 any more to that, but we looked very hard to try
9 to find them. We just don't have property that
10 we have available for you.

11 MR. O'NEILL: When you go back and
12 look at the aerial that we had on the first
13 picture, there's really on one quadrant that has
14 something there and that's the Christiana Mall.
15 It looks like there's a lot of other vacant land
16 out there. Unfortunately, very little of it is
17 ours.

18 As far as looking to be nearby, it is
19 something that you are going to have to probably
20 do on your own, trying to find a way to get
21 places or look at possibilities of where you can
22 go to set up.

23 MR. GOTTFRIED: If that's all the
24 questions, I'm going to conclude the meeting.



1 Thank you very much for coming. I look forward
2 to seeing your bids. I have business cards up
3 here. If you need anything, please give me a
4 call.

5 (The meeting concluded at 11:58 a.m.)
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1 State of Delaware)

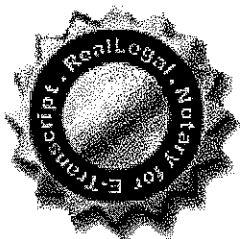
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2 County of New Castle)

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4
5 C E R T I F I C A T E

6 I, Vincent Bailey, Registered Professional
7 Reporter, do hereby certify that the foregoing
8 record, pages 2 to 60 inclusive, is a true and
9 accurate transcript of my stenographic notes
10 taken on January 14, 2011, in the above-captioned
11 matter.

12 IN WITNESS WHEREOF, I have hereunto set my
13 hand and seal this 14th day of January,
14 2011, at Wilmington.



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ORIGINAL

Vincent Bailey



ORIGINAL

Project No. T200809003.01

SR 1/1-95 Interchange Mandatory Pre-Bid Meeting Sign in Sheet

January 14, 2011 10:30 Am

Name	Company	Address	Suite	E-Mail Address	Phone #
Thomas Boyle	KIEWIT WFL, Son	11710 BEESVILLE DR BEESVILLE MD 20705		thomas.boyle@kiewit.com	404-392-9660
David Boncinskas	Local Union 454	1403 Spring Garden St PA 15130		Piedriver50@hotmail.com	267-481-4683 215-364-1632
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Brent Hause	JOSEPH B. FAR COMPANY	711 PITTMAN ROAD BALTIMORE, MD 21226		BHAUSE@JBFARCO.COM	410-636-8250
Terry Polyard	Shimley Contracting Co	8435 BACKLICK RD Keweenaw, MD 22079		tholacdes@shimleycontracting.com	703-550-8700
Michael Miller	Conrad General Tr	8000 Beechcroft Ave Keweenaw, MD 22079		mymiller@conradgeneraltr.com	301-948-4450 920-879-3055
Steve Heise	American Infrastructure	2011 Belair Rd Falls Church, VA 22041		47 Steve.Heise@aandover.com	920-879-3055
DAVID M'Ginnan	GEORGE ELYNCH	150 LAFFERTY LN DOVER, DE 19901		dmginnan@geely.com	302-342-3131
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JOE CORBADO	Greggio + Ferrara	4048 NEW CASTLE AVE NEW CASTLE, DE 19709		JEG@INCEAL	658-5241 EX 233
GREG BURNHAM	J.D. ECKMAN	4781 LOWELL VALLEY RD ATGLEN PA 19312		gburnham@jdeckmaninc.com	610-593-3227
TOM MILLER	G.A. & F.C. WAGMAN	3290 SUSSEX, TEAL YORK, PA		TEMLER@WAGMAN.COM	717-767-8325
Philip HERSHEY	PENNONS	632 DEARBORN RD WILMINGTON, DE		phershey@pennons.com	302-218-4876
Mike Davis	Diamond Materials	934 S. NEAL ST Wilmington, DE 19801		mdavis@diamondmaterials.com	658-5241 EX 233
DAN EDELIN	DC Fabricators	804 LOUST ST WILM, DE 19801		DEELEN@DFabricators.com	302-573-8989

Name	Company	Address	E-Mail Address	Phone #
SPADOCKI, JOHN	WASH CONSTRUCTION	333 TECHNOLOGY DR.	jgardocki@washgroup.com	312-617-3571
SPERIS, LISA	PRATER WESTERN	SUITE 205 CANYONBURG, OREGON 97137	lsperis@pratergroup.com	734-745-4039
ELIZAV, ALOSKY	Daisy Const Co	102 TOLBINO CT NEWARK DE 19704	j16105ky@daisyconstruction.com	302 658-4417
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LEW CHASSMIRE	American Infrastructure	P.O. Box 276 FALSTON, MD 21047	LEW.CHASSMIRE@AMERICANINFRASTRUCTURE.COM	410-716-1600
Tony Cappella	Barrier Systems Inc	1222 Fawn Rd DE 1005 Industrial Drive Middletown, DE 19709	1983 Tont. Cappella@BarrierSystems.net	302 838 6333
Peter Erony	Munich & Miller	8211 Washington Blvd JESSIE MD 20794	perony@munichandmiller.com	302-7736
Brian Hickey	Cherry Hill Constr	1685 Live Rd NC DE	bhickey@cherryhill.com	410 799-2364
Keth Baker	Ti Supply Equip	800 Bay Rd Dover DE	keth.baker@ti-supply.com	302-760-2033
Karen G. Martz	DelDOT		karen.martz@state.de.us	
Roger Haseell	Permami Assoc Inc		rhowell@permami.com	301 491-0382
Rob Snowden	Urban Engineers Inc	2 Penn Ln Suite 313 New Castle, DE	rsnowden@urbanengineers.com	443 386
Bill Detweiler	RKE	1606 Forest Ave Dover	wdetweiler@rke.com	617-7800
A. Contesse	DuSseau Construction	809 N Bethune Ave Spartanburg, SC	acontesse@dussau-construction.com	215-628-4600
Jeff Montijo	AFCOM	3505 Newark DE 19711	jeff.montijo@afcom.com	302 258-6565

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January 14, 2011 10:30 Am

Name	Company	Address	E-Mail Address	Phone #
Tom HOTT	JSD INC	10050 EIAN LANE GEAR DE 19701	thott@jidl.com	836 0414
Mike Trapani	Fachina Const	508 McCormick Dr Aberdeen Md 21006	MTrapani@fachina.ca	(410) 365-5250
Joseph Trapani	"	"	Strapani@fachina.ca	410 760 3892
Tracy White	"	"	Twhite@fachina.ca	" "
Bryan Reese	TRUMBULL CORP.	225 NORTH SHORE DR. PITTSBURGH PA 15212	breesee@trumbullcorp.com	412.807.2000
Greg Johannes	Shirley Contracting	11700 Baltville Dr Baltimore Md. 21205	gregory.johannes@shirleycontracting.com	301.586.4804
Anthony Bednarek	SAFE WAGMAN INC	3290 N. Susquehanna Ave York PA 17406-9754	awbednarek@wagman.com	717-764-8521
Sgt McEninis	Marini's Bros. Inc	755 Grantman Ln. Dev CASHLE DE 19240	Sgt@marini'sbros.com	(610) 584-6020
JAMES G. DeFalco	ALAN A. MYERS	P.O. Box 98 Worcester PA 19440	Jim.DeFalco@AAMYERS.com	(610) 584-6020
Rich Courek	Crossing Const	P.O. Box 88 WASHINGTON CROSS PA	RCOUREK@crossingconst.com	845 493 0265
MANH STITZ	"	PO Box 88 WASHINGTON PA 15477	MSTITZ@crossingconst.com	215 493 0205
TIM BAUER	CHERRY HILL CONS	8211 Washington Rd JESSUP MD 20794	tbauer@cherryhillcons.com	410 799 2352
Dan Boone Jr	HECON	"	"	250-2458
Louise Holt	DELDOT	700 Bay Road	louise.holt@stl.com	2082
Ahmed Faghihi	DELDOT	"	ahmed.faghihi@delDOT.com	202 760-2312

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January 14, 2011 10:30 Am

Name	Company	Address	E-Mail Address	Phone #
Harry Coleman Sr	Iew Construction Group	75 Sculptors Way Trenton NJ 08649	h.coleman@iewconstruction.com	609-586-5005
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Jim Vogt	Lane Construction	14500 Anson Pkwy 2nd Floor Cherry Hill, VA	JEVOGT@LANECONSTRUCT.COM	703-222-5670
Sam Hostick	HECOM		Samuel.hostick@hocom.com	
Tom Smiley	JRC Group, Inc.	238 Blackwood-Barnsboro Rd Blackwood, NJ 08005	tsmiley@jrcgroupinc.com	856-232-0400
RUTH TABATABAEE	R.E. PERRY CO	426 WUEPESBORO RD TRENTON, NJ 08604	RTABATABAEE@REPERYCO.COM	856-769-8244
SEAN MACVEAL	Camden Const.	1201 GOLFAD RD Camden, NJ 08105	smacveal@camdenconstruction.com	309-930-9000
DAVE GUDER	"	"	"	"
John Masana	SHIRLEY CONTRACTING	8435 Backlick Rd Lorton, VA 22079	jmasana@shirleycontracting.com	703-550-8137
Jeff Rammel	A-Del Const. Co Inc.	10 Adel Drive Newark DE 19702	Jrammel@a-del.com	302-453-8086
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Bob King	DELDOT P.R.		Bob.King@state.de.us	410-573-1572
DAVE WESTERMAN	DD/MAC/KC		DAVE.WESTERMAN@STATE.US.DE	

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Name	Company	Address	E-Mail Address	Phone #
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Sean Heron	AP CONST. INC	915 S. Black Horse Pike Blackwood, NJ 08012	harry@apconstruction.com	856-227-2030

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1. *Pharmaceuticals*: The pharmaceutical industry is a major contributor to the U.S. economy, with sales exceeding \$400 billion in 2019. The industry is heavily regulated by the FDA, which oversees the safety, efficacy, and quality of drugs. The industry is also facing increasing pressure from payers (insurers and governments) to reduce costs, leading to a focus on value-based pricing and generic competition.